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Order Window Shades Now Fork ave. N. W. su,mo,tu-tf BRICK WORK and hollow tile, all kinds concrete foundations, cement floors, shoring and underpinning GEO. E. BEAU-DET, Mason Contractor, 45 T at. N. W. Jy22-90t

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Good quality opaque Best quality of stated to your 80c opaque, hung 95c free window.

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jai7-tf PLANG TUNING.

\$2. CHAS, H. SPEAKE. \$3 For years fine tuner with Percy Foster Plane Co. Col. 3063-J. 2323 Ontario rd.

PROPOSALS

ap2-tf

OFFICE OF THE COMMISSIONERS, Washington, D. C., July 21, 1812, Sealed proposals will be received at this office, froom 509, until 2 o'clock p. m., August troposals will be received p. m., August Room 509, until 2 o'clock p. m., August 11, 1919, for furnishing uniforms and caps for members of Police Department of the District of Columbia, for a period of one poar, from October 1, 1919. Specifications and form of proposal may be obtained application to the Purchasing Officench application to the Purchasing District Building. and form of proposal may be obtained prob application to the Purchasing Off-ter, D. C., Room 320 District Building LOUIS BROWNLOW, W. GWYN GARDI-NER, CHARLES W. KUTZ, Commission-

OFFICE OF THE COMMISSIONERS.
Washington, D. C., July 17, 1919. Sealed
proposals will be received at this office. Room 509, District Building, until 2 c'clock p. m., Thursday, August 14, 1919, For resurfacing asphalt pavements for a one-year period, beginning July 1st, 1919. Approximate quantities: Standard asphalt pavement on 6-inch concrete base, 20,000 payement on a-inch concrete base, 26,000 mounts yards; standard asphalt surface %2%-inch before compression), 25,000 square yards; asphalt binder in connection with resurfacing, 35,000 cubic feet. proposal, specifications and hecessary information may be obtained at the office of the Chief Clerk, Engineer Department, Room 427 District Building.
JOUIS BROWNLOW, W. GWYNN GAR-19,21,22,23,24,25 mioners, D. C.

OFFICE OF THE COMMISSIONERS. Washington, D. C., July 18, 1919. Sealed proposals will be received at this office, proposals will be received at this office, Room 509, District Building, until 2 w'clock p. m., August 6, 1915, for furnish-ing and delivering ong gasoline motor truck chassis, 2-ton capacity with special possis may be had upon application to the Purchasing Officer, D. C., Room 320, District Building, LOUIS BROWNLOW, W. GWINN GARDINER, CHARLES W. KUTZ, Commissioners, D. C.

OFFICE OF THE COMMISSIONERS, Washington, D. C., July 15, 1919. Sealed tweposals will be received at the office of the Secretary to the Board of Commissioners, Room 509, District Building, until 2 e'clock p. m. Monday, August 4, 1919, for laying cement sidewalks in the District of Columbia, approximately 50,000 sq. yds. of Counties.

Forms of proposals, specifications, together with necessary information may be obtained from the Chief Clerk of the Engineer Department, Room 427 District Building. LOUIS BROWNLOW, W. Building. LOUIS BROWNLOW, W. Building. LOUIS BROWNLOW, W. GWYNN GARDINER, CHARLES W. KUTZ, Commissioners. 15,17,18,19,21,22

OFFICE OF THE COMMISSIONERS Washington, D. C., July 15, 1912. Sealed proposals will be received at this office, p. m., July 31, 1919, for grading and improving streets, roads, and avenues in the District of Columbia. Blank forms of propossis, specifications, and all necessary in-formation may be obtained from the Chief Clerk, Engineer Department, Room 427. District Building, Washington, D. C. LOUIS BROWNLOW, W. GWYNN GARD-INER, CHARLES W. KUTZ. Commission-16,17,18,19,21,22

WHERE TO EAT

UNION CAFE 13th and N. Y. Ave. N. W. JAMES DE ANGELIS, Prop. A LA CARTE SERVICE Club Breakfast, 25c to 75c LUNCH, \$0c. DINNER, 7fc.
SUNDAY DINNER, 12 to 8.
ST FOOD GOOD SERVICE BEST FOOD personant person

REPUBLIC CAFE 910-912 F Street N. W. Merchants Lunch 11 a. m. to 2 p. m. Dinner 5 p.m. to 8 p.m. 和 45c to 76c OPEN SUNDAYS Franklin 7757 Chinese and American Dishes

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Best Located Popular-Priced Rotel ·Hotel Netherlands New York Ave., 50 pards from Boardwalk, Capacity, 400. Elevator, private baths; rouning water in bedrooms. FREE FEA-FURES-BATHING PRIVILEGE PROM HOTEL Dance floor June rates, American plan (with meals)—\$3 to \$5 daily; \$15. \$17.50, \$20, \$25 weekly. AUGUST HUH-WADEL, Proprietor.

SPECIAL NOTICES

THE SHADE SHOP,

Order Window Shades Now -and save advance in prices. OWING to weather conditions, etc., the picnic to be held at Great Falls on Thursday, July 24, by Esther Chapter, No. 5, O. E. S., is called off. ELIZABETH D. TABLER, Matron.

WISH to announce that the Pythian Bldg., 12th and You sts. N. W., will be closed temporarily. By order of Trustees, Mr. J. CLAY SMITH, Manager.

any further charges or debts whatsoever incurred by my wife, Julia M. Robertson. (Signed.) ALFRED ROBERTSON. 18, 19, 20, 22, 23, 24

through the subdivision Cheverly, Tux-do, Md. Apply Robert Marshall, pres. Washington Suburban Realty Co., room 410 District National Bank Building. Washington, D. C. Phone Main 3747. 22-tf ATTENTION

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If your ad is not pulling the maximum amount of results there is a reason. We have employed trained men whose buriness it is to make classified ads pay. They have made a thorough stuy of classified advertising not only in Washington but in other large cities. It will not Cathedral since 1892. He was bapobligate you in any way to have our representative call on you. We will not try to sell you anything. We simply want to show you how an intelligent force can be applied to your business.

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NELSON'S BEAUTY SHOP EXPERT HAIR DYEING FACIAL AND SCALP TREATMENT.

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Visit the Righ way first—the only up-to-date Dancing Academy south of New York. Private lessons, any hour, 75c. Need not have appointment. Phone Franklin 7654. ARE YOU KEEPING UP WITH

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Births, Marriages. Deaths

Notices May Be Phoned Until 1 p. m. Main 5260, Branch 9.

Funeral services for Thomas Hyde, life-long resident of this city and one patent attorney, died Sunday at his of the pioneers and leaders in the home, 1315 Fairmont street north-THIS is to give notice that I business, will be held at 3 o'clock tohome at 2 o'clock tomorrow afterwill not be responsible for morrow afternoon at St. John's noon. Interment will be private. Mr. Church, Georgetown parish, 3240 O Becker was a son of the late Ed- 1131/2 Am Car & Fdy ... 119 1141/4 1181/2 street northwest.

Mr. Hyde, who was eighty-one years old, died yesterday at his home, 1537 Twenty-eighth street northwest, after an illness which had confined him to his bed for over a year. WANTED BIDS for grading highway

Washington schools and entered the was at 621 Fourth street northeast. banking business in the banking Arrangements are being completed house of George W. Riggs & Co. in for the funeral today. 1854, at the age of fifteen. He rose Mr. Digney, a resident of this city of his resignation in 1906. He con- of that organization. Bank up to the time of his death, Life Member of Church. He was one of the organizers of honor of his memory.

tized as a life member of St. John's Church and for many years served Harry E. and Bessie E. Adams. there as a vestryman. Mr. Hyde was a trustee of the

of the late Margaret Edes he directed the building of the Edes Home, in Lewis and Nellys Felton. Georgetown. For many years Mr. Hyde was a nember of the board of governors of the Metropolitan and Chevy Chase Clubs, and served as president of the latter for several terms. He was a member of the Society of Sons of the Revolution and a member and past president of the Society of Co-

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lenial Wars of the District of Columbia. Mr. Hyde's grandfather, Thomas Georgetown, as were his father, An- 189, off 1/2; Sinclair 59, off 1/8. thony Hyde, and his mother, Mrs. Anna Maria Smith Hyde. His wife Close, was a daughter of the late Charles

JOSEPH BECKER.

Joseph Becker, a well-known local mund Becker, of this city.

HUGH D. DIGNEY.

Hugh D. Digney, a veteran in labor union work, and one of the Central He was born in Georgetown Janu- Labor Union leaders, died yesterday ary 23, 1839, and had lived here all his life. He was educated in the

steadily in the bank and on January for many years, was elected a dele-1874, he was made vice president, gate from the Painters' Union to the holding this position until the time Central Labor Union in the early days tinued as a director of the Riggs A meeting of the Central Labor Union, held at 1006 E street north-

BIRTHS

west last night, was adjourned in

DAUGHTERS. Louise Home and of the Corcoran Art Gallery. As an executor of the estate Herman and Bertha C. Wealthall. William H. and Fannie S. Jackson Percy and Laura Washington.

MARRIAGE LICENSES.

Melvin Jarboe, 21, and Violet V. Swope 19, both of this city. The Rev. H. Albert Eugene Wafer, 23, of Akron, Ohio, and Vera B. Grover, 25, of this city. The Rev. J. E. Briggs.

James Brightwell, 46, of Richmond, Va., and Elizabeth A. McLeod, 36, of Chesterfield Heights, Va. The Rev. J. E. Briggs, Harold A. Mooers, 22 and addit Tempter. Harold A. Mooers, 32, and Addle Temple Shelley, 25, both of this city. The Rev. H. F. Downs. Malcolm Parnell Harris, 28, U. S. N., and Grace Evelyn Chenoweth, 24. of New Rochelle, N. J. The Rev. R. H. McKim. 107 Central Leather, 112% 107% 112% 107% 112% lotte, N. C., and Daisy Theima Gains, 32 Central Foundry 344 30 344 19, of Harrisonburg, Va. The Rev. W. A. Haggerty.

Julius Dubins. 24, of this city, and Mary 246 Chandler 1.... 250 245 250 Davidson, 23, of Worcester, Mass. The Rev. A. Simon

21. both of Beaverdam, Va. The Rev. J. E. Briggs.

Chi Gt Wt pf.... 29½ 29 29

Boston & Montana

Boston & Wyoming

Chi & Nor West 100% 100% 100% Butterworth Judson and Louise Spalding, 25, r. The Rev. F. Rohrer. Carroll McWilliams, 29, Head, Md., and Alkine Sarah Berry. 24, of Walderf, Md. The Rev. J. I. Barrett. Frank Fred Heeler, 26, of Bonfield, Ill., and Kathryn Shannon, 26, of San Jose, Cal. The Rev. J. H. Jeffries. eorge Snyder Patterson, 23, of Burling-George Snyder Patterson, 23, of Burlington, Iowa, and Cecelia Mary Zeigen, 21, of Toledo, Ohio. The Rev. F. X. Bischoff.
Oswald A. Lockart, 20, of Bedford City, Va., and Eva L. Payne, 28, of this city. The Rev. H. F. Downs.
Lloyd M. Becker, 22, of Germantown, Ohio, and Elizabeth V. Smith, 29, of Gettysburg, Pa. The Rev. Thomas G. Smyth, Samuel Kilne, 21 and Appa McColemanto. Samuel Kline. 21. and Anna McColgan. 19. both of Philadelphia, Pa. The Rev. P. J. Joseph Freckleton, 25, and Hattle Thomsen, 28, of Newark, N. J. The Rev. J. H. Jeffries.

Jack A. Reid, 21, of Paterson, N. J., and Alma A. Henkel, 13, of this city. The Rev. Fealey, s F. Hullings, 20, and Frances Laurette Otis F. Hullings, 20, and Frances Laurette Marks, 16, both of this city. The Rev. S. T Morris.

DEATHS.

Adelaide Cook, 59 yrs., Garfield Hos. Margaret E. Johnson, 84 yrs., 1406 Irving street northwest. oseph S. A. Baker, 79 yrs., Sibley Hos. Mary A. Wilson, 64 yrs., 923 Longfellow street northwest.

Marcella Gorman, 67 yrs., The Kenesaw,
Mary Campbell, 54 yrs., Geo. Wash. Univ. Helene A. Daly, 29 yrs., 2321 Pa. ave. nw. Joseph Hecker, 50 yrs., 1315 Fairmont nw. Howard Davis, 16 yrs., Casualty Hos. Minerva R. Beckley, 57 yrs., Sibley Hos. Minerva R. Beckley, 57 yrs., Sibley Hos Floyd Matthews, 27 yrs., 1411 P st. nw. Amy Barnes, 41 yrs. Columbia Hos. James Harrod, 60 yrs., 1068 10th st. nw. Ambrose Wheeler, 29 yrs., Wash. Asylum Charles F. Frichett, 8 yrs., 222 2d st. nw

DEATHS HYDE-Society of Colonial Wars in the District of Columbia. The death of THOMAS HYDE, ex-governor and char ter member of this society, is announced to the membership and all members are requested to attend the funeral. The insignia of the society will be worn. The following committee has been appointed to represent the society at the

ed to represent the society at the funeral: Mr. William Stone Abert, Mr. Ralph Mr. William Stone Abert, Mr. Raiph Putnam Barnard, Rev. George C. F. Bratenahi, Lieut. Col. Walter Collins Clephane, Mr. William Van Zandt Cox. Commodore Richard Graham Davenpert. Dr. Ira Warren Dennison, Mr. Burr Johnson, Dr. Charles Ford Lang-worthy, Rev. Dr. Randolph Harrison McKim, Dr. John Van Rensselaer, Mr. Alfred Barbour Dent. By order of the Governor, ROBERT ROOT BENNETT,

Acting Secretary. DIGNEY-On July 21, 1919, at Providence Hospital, HUGH D. DIGNEY. Notice of funeral hereafter. LEMON-On Monday, July 21, 1919, at 5:25 | 225 | Lorillard 228 228 228 228 228 p. m., at his residence, 1847 Kalorams road, Dr. HANSON T. A. LEMON, husband of Maud Duvall Lemon. Funeral from his late residence, Thurs-

day, July 24, at 11 o'clock a. m. 1'lease FLORAL DESIGNS

FLOWERS for all occasions. Call Frankli-4505, residence, Franklin 1156. GEO. H. COOKE, 1102 Conn. ave. my18-150t FUNERAL DESIGNS Of every description-Moderate prices.

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WALL STREET MARKET

NEW YORK, July 22.-Narrow price | Yesterday. changes of an irregular tone devel- Close. oped as the stock market opened toapparent before yesterday's close. was still present in some issues. United States Steel opened at 107%. up 14; Bethlehem B 97, off 14; Read-Hyde, was a life-long resident of ing 89%, up %; Mexican Petroleum Yesterday

High, Low. Close 52 Adams Express. 51 51 51 47% Adv Rumley 46 45% 46 7316 Advance Rum pf. 74 73 1051/2 Ajax..... 1071/4 105 107 Alaska Juneau.. 2% 2 2 44% Allis-Chalmers . 45% 45 Allis-Chai pf.... 95 95 52% Amer Bank Note. 52 52 52 91 Am Beet Sugar.. 90% 89% 89% 58 American Can .. 59 57% 59 Am Car & Fd pf. 107 107 107 61 Amer Cotton Oil 63 61% 63 36% Am Hide & Lea. 36 35% 36 128% A. H. & L. pf.... 1281/2 1261/2 1281/2 75% Amer Linseed... 74 73% 73% 115% Stutz Motor.... 116% 111 116% \$1.000@96%. £6% American Ice... 57 55% 57 72 Am Ice pf..... 71% 71% 71% 88'4 Am Locomotive... 91 89 91 112% Am Sumatra Tot 112% 110% 112% Am Smelt pf A. 94 94 94 136 4 American Sugar, 138 % 135 % 138 431/4 Am Steel Fdry.. 44 431/6 44 102% Am Tel & Tel... 103% 103% 103%

85% Amer Smelting... 85% 84% 85% 239 Amer. Tobacco.. 239% 238% 238% 191% United Cigar St 195 190% 193% Amer. Tel. & Tel. 4%'s. 2414 American Zine ... 25% 24% 25% 6314 Amer. Zinc, pf.. 6314 6214 6314 121% Amer Wool 124% 121 123% 14 Am Wool pf.... 1091/2 1091/2 1091/2 54% Am Wr Paper pf 56 53 56 7414 Anaconda 77% 7414 75 52 Asso Dry Goods 53 52% 53 101% Atlantic Coast 1 197% 107% 107% 100% Atchison 100% 100 100% 85 Atchison pf 8516 8516 8516 171 Atl, Gulf & W I. 170 167% 169 107% Baldwin Loso ... 111% 107% 111% 1361/2 Barrett Co..... 138 135 % 138 1% Batopilas Min ... 1% 1% 1% 47 Baltio & Ohio... 46% 46% 46% 55. Balto & Ohio pf .. 54% 54% 54%

101% Bethlehem Steel 97% 96% 96% 114% Beth Steel pf ... 114% 114% 114% 97% Beth. Steel B... 100% 96% 103% 21% Booth Fisheries 22 21% 22% 30% Brooklyn Rpd T 31 10% 31 28 Butte & Superior 29% 27% 28% 391/2 California Petrol 44 43% 43% 81% California Pet pf 82% 81% 82 63% Cent Fdry pf... 63% 62% 63% Aetna Explosives 11 64% Ches & Ohio 65% 64% 65% Barnett Oil both of Beaverdam, Va. The Rev. 28 Chi Gt Wt pf.... 29½ 29 29 E. Briggs. 48% Ch., Mil & St P., 49 47% 49 72 Ch. Mil & S P pt. 72% 71 71% Canada Copper

29% C, R I & Pac Ry. 31 29% 31 CRI&Pawi. 66% 65% 65% 78% C, RI&P7 wl. 78% 78% 78% 26% Chile Copper ... 27% 26% 27 48% Chino Con Cop.. 49% 47% 49 50% Cl C C C & St. L... 50% 50% 50% Cities Service, pfd..... 78% 88% Cluett Peabody. 88% 88% 88% Colorado F & I.. 50% 49 50% (0% Colorado G & E. 61% 60 61% 944 Continental Can 94 931/ 931/ Emerson Phone 128% Crucible Steel.. 134% 125% 134% Federal Oil 331/2 Cuba C Sugar... 35% 34% 35% First National Copper... 79% Cuba C S pfd... 80% 79% 79% General Asphalt 88%

Colo & South... 28% 28% 28% 84% Corn Products.. 87% 84% 87% Corn Prod pf... 108% 108% 108% Del & Hudson.. 110% 110% 110% General Asphalt pl..... 6 11% Denv & Rio G 11% 10% 11% Goldfield Cons. 1814 Den & Rio Gd.... 20 171/2 20 Holly Sugar 30 14% Dome Mines.... 13% 13% 13% Holly Sugar pf. 90 18 Erie 18% 18% 18% Houston Oil 116 30% Erie 1st pfd.... 31% 10% 31% 3814 Elkhorn Cor.... 40 39 40 Fisher Body ... 82 82 82 35% Gaston Wms.... 35 34 35 16814 Gen'l Electric ... 167 167 167 2/214 Gen'l Motors.... 22814 220 22814 Gen'l Motors pf. 81% 81% 51% Lake Torpedo 84 % Goodrich B F ... 83 % 81% 83 Tonopah Divide

50 Gen. Cigar Co... 94% 10 91 Goodrich pfd.... 103% 103% 103% Colonial Tire Granby Mining. 70% 70% 70% Fisk Rubber 94% Great North pf .. 95% 94% 95% 46% Great North.Ore. 47% 46% 47 Mason Valley 31/2 47 Greene C C 46% 46% 46% Maxim Munitions Gulf St. Steel.... 68 65 68 Merritt Oil 26 Hask & Barker.. 64% 63% 63% Met. Petroleum 10% Inter Agricul... 31% 31 31% Motherlode-New 88 Internat Agri pf 88% 88% 88% Nevada Ophir 25 65% Inspiration Cop. 67 65% 66% == 7% Inter. Consol... 7% 7% 7% 138 Int Har of N. J. 139 139 130 30 Internat Nickel. 30% 29% 30% Internat Paper .. 63 66 68 Jewel Tea..... 38 37 38

Jewel Tea pf ... 80 77 80 Kelly Spring T.. 129% 123% 129% Kennecott 41% 40 41% 85 Lackawan Steel. 87% 85 87 Lee R & Tire.... 36 35 36 53% Lehigh Valley ... 53% 53 53% 72. Loose-Willes ... 72 71 72 59% Marine com.... 62% 59% 62 11716 Marine pfd 116% 115 11616 54 Maxwell M G... 53% 50% 53% 76% Maxwell 1st pf ... 78 76% 78 106% May Dept Store .. 104 104 104 40 Max Mot 2d pf ... 39 38 39 1944 Mexican Petrol., 195% 189 195% 30% Miami Con Cop. . 31 30% 31 56 Midvale Steel ... 57% 56 57% 77% Montana Power. 77 76% 77 14 % Mo Kan & Tex ... 16% 14% 16 23% M, K & T pf 23% 22% 23% 34 % Missouri Pacific. 35% 34 35% 56% Missouri Pac pf. 56% 55% 56% National Biscuit. 128% 128% 128% 22% National C&C.. 22% 22 22

78 Nat En & Stmp. . 80% 78 80% National Lead... 83 821/4 82% 21 Nev Con Cop 2116 21 2114 124 N Y Air Brk... 122 126 122 80% New York Cent.. 81% 80% 81% 42 New York Dock. 42 41% 42 N Y Ont & West. 23% 23% 23%

8 Ontario Silver... S 7% 7% 39 Pacific Mail.... 38% 38% 38% SWARTZELL, RHEEM & 107% Pan-Am. Petrol ... 112% 107% 112%

50% Peoples Gas C... 50% 50% 50%

45% Penn Railroad ... 46 45% 46

2316 Pere Marquette 24 23

38% Philadelphia Coa 34% 39% 39% day. Weakness, which made itself 58% Pierce-Arrow... 59% 59% 59% Ray Hercules Pierce-Arrow pf 103% 103% 103% Sapulpa com..... 67% Pitts Coal 68 65% 68 38% Pitts & W Va.... 40% 38% 40 89 Press Steel Car.. 891/2 881/2 891/2 Pullman Pal C. 127% 127% 127% Success Mining Ry Steel Sprgs . 9514 92% 94% Swift International 26% Ray Con Cop. . 26% 16 16% Tonopah Extension 2% 93% Rep. I & Steel .. 95% 93% 95% Triangle Film 89 Reading 904 89 894 Tri Bullion 114% Royal Dutch.... 120% 115 119% 19% Saxon Motor.... 18% 17% 18% 11% Seaboard Air L. 11% 11% 11% United Motors

21% S A L pf 22% 21 22% United Profit Sharing .. Sears Ro'bk 210 210 210 Shattuck A. C.... 1916 1616 1916 59% Sinclair Oil.... 62% 58% 62 Sloss S S & I.... 70'6 69 69 10814 South. Pacific ... 10714 105% 10716 Wayland Oil 4 30% Southern Rwy... 20% 30 30% 67% Sou. Rwy pf.... 68 67% - 68 108 Studebaker 111% 107% 110% 4616 Sup Steel..... 46 4516 4516 24 Third Ave..... 24 24 24 Und'wood Type.. 173 173 173 52 United Al Steel .. 53 52 53

15% Tenn C & C 15% 15% 15% 093%. 273% Texas Co..... 270 264 269% 58 Tex & Pac..... 61 56% 59% 100% Tobacco Prod... 104% 100% 104% 133% Union Pacific ... 134 133% 133% Amer. Tel. & Tel. 4's.. 84 30% Un.Rail&Inv.pf.. 30% 29% 29% Am. T. & T. Ctl. Tr. 5's. \$8% 141% U S Ind Al.... 144% 141% 143% Am. T. & T. Cons. 6's... 102% 334 USCIP&F.... 32% 30% 31% Columbia Gas & El. 5's.. 82 Un Realty Imp., 47 421/2 47 Capital Trac. R. R. S's. 124 U S Rubber.... 126% 122% 126% Georgetown Gas 1st 5's. 92 68% US.Smelt&Ref.. 69% 63 69 103 U S Steel 109% 107% 109% 91% Utah Copper.... 94% 93% 93% 83 Va-Car, Chem... 861/2 84 861/2 Pot. Elec. G-M 6's..... 11% Wabash...... 13% 11% 13 Washington Gas 5's..... 35% Wabash of A... 36% 34 36% Wash, Ry. & Elec. 4's... 23% Wabash B..... 24 24 24 56% Westinghouse... 56% 56% 56% 88% Western Union.. 88% 88% 68% 13% West Maryland .. 14% 13% 14 12 Wh & Lake Erie. 11% 11% 11% 70% White Motors.... 69 66 69 35% Willys-Overland. 36% 35% 36% Phone Main 1940

Woolworth 13314 13114 13314 Wilson Inc..... 101 99 100 Wilson pf 100% 100% 100% Worth Pump Ma. 80% 77 80% WPMpfA..... 87 87 87

THE CURB MARKET 2 p. m. prices furnished by W. B. Hibbs Atlantic Petroleum 3% Boston & Wyoming 64 Caledonia Mining 39 Carbon Steel 110 Car Light & Power 31/4 Charcoal Iron Chevrolet 230 Cities Service, New 45 1/8 Cities Service, Old 431 Consolidated Arizona .. 15 Consolidated Copper ... Cosden Co..... 111/8 Cosden, pfd...... 4% Curtiss Aero 14 Davis Daly Elk Basin Howe Sound 41/4 Hudson Oil Internat. Petroleum 3114 Jim Butler 29 Jumbo Extension MacNamara Mining ... Magma Copper 42

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HENSEY CO. 727 15th St. N. W.

New Cornella 25 16 Nipissing Mines Co.... 1036 North Amer. P. & P 5.34 Northwestern Oil Ohio Copper Oklahoma Oil Co...... Okmulgee Oil Peerless Motors Sequoyah Oil Submarine Corporation., 18 United Eastern U. S. Light & Heat com. 24 U. S. Steamship United Verde United Western Oil 1% United Zinc Victoria Oil

TODAY'S SALES.

Capital Traction 5's, \$500 @96%, Potomac Electric debenture 6's, \$500 Capital Traction, 10@89. 5 0 89.

LOCAL STOCK MARKET PUBLIC UTILITY BONDS.

Bid. Asked. C. & P. Telephone 5's.. 95 Metropolitan R. R. 5's .. 94 Potomac Elec. Lt. 5's .. Pot. Elec. Cons. 5's 93 % Pot. Elec. 6's Wash, Ry. El. G-M. 6's..

5% D. C. Paper Mfg. 6's Riggs Realty 5's (long). Riggs Realty 5's (short) 95 Sec. Stge. & Safe. Dep. 6's ... PUBLIC UTILITY STOCKS. Capital Traction Washington Gas N. & W. Steamboat 190 Wash. Ry. & Elec. Com., Wash. Ry. & Elec. pfd. 58 NATIONAL BANK STOCKS. Amer. National Bank. 185 Capital Nat. Bank.... 190 Commercial Nat. Bank. District Nat. Bank Far. & Mech. Nat. Bank. 240 Federal Nat. Bank 180 Lincoln Nat. Bank Nat. Metropolitan Bank 200 Riggs Nat. Bank 475 Second Nat. Bank 141 Washington..... 200 TRUST COMPANY STOCKS. Continental Trust..... 113 National Sav. & Trust. . 265 Union Trust 115 Wash Loan & Trust ... 245 SAVINGS BANK STOCKS. Com, & Savings..... 12 E. Wash, Sav. Bank 12 Liberty Savings..... 120 Merchants' Bank Sec. Sav. & Com. Bank., 210 Seventh St. Sav. Bank., 140 FIRE INSURANCE STOCKS. Arlington Fire Insur.... 7 Corcoran Fire Insur.... Firemen's Fire Insur... Ger. Amer. Fire Ins.... 250 Nat. Union Fire Ins 51/2 TITLE INSURANCE STOCKS. Columbia Title Insur... 4 Real Estate Title Ins MISCELLANEOUS STOCKS. Chapin Sacks..... 145 D. C. Paper Mfg. Co 90

Merch, Trans & Stge., 105

Mergenthaler Linotype.. 144

Security Storage..... 200

Sec. Stge. & Safe Dep ... 110

Washington Market 17

Old Dutch com

Old Dutch pfd.....

Lanston Monotype

MISCELLANEOUS RONDS.

Amer. Grapho, 1st 6's. . 99 % 100

FINANCIAL

Phone Main 1940

FINANCIAL

69.%

Watch

U.S. Steel Stutz Motors Rubber

United Cigar Stores Sullivan & Co.

Brokers, 1421 G St. Correspondent to

Direct Wire to New York.

Herbert T. Greenwood Member Consolidated Stock Exchange of New York.

Phone Main 1940

Another thing the graphs show-

ed me was that in every sale

the higher priced merchandise

was sold in preference to the ad-

Now there was nothing new or

startling in this, but what I was

after was the reason, so that we

could better govern our pur-

chases, merchandising and adver-

I did some personal investigat-

ing in the store and that of

several competitors and found

our fault lay in inappropriate

We were too heavy on higher-

priced lines and too light on the

medium-priced lines that the ma-

jority of people had in mind to

pay for a bag, suit case or trunk.

I also found out that when we

offered traveling bags at \$10 we

were very busy and sold more

vertised items.

varieties.

Phone Main 1940

THE VALUE OF GRAPHIC CHARTS

THE MERCHANDISE MAN.

URING my career as a research investigator I found that arriving at a sound conclusion of affairs by means of figure comparison was not the best by any means, so I adopted the graphic method, and it opened a big and heretofore unexplored

field of research. Graphs are like a mountain range, and when completed are a series of peaks and valleys, and show various sorts of percent-

ages. I had just completed a set of charts for a large department store, when one of the buyers came in and asked me what all those funny lines meant.

"They mean," I told him, "the true state of your stock your sales, and your turnovers." "Looks like Hindu to me," he said "and I don't think I'll

bother to learn it." These graphs were taken to the merchandise man and the general manager and showed a sad story of bad buying, wrong sizes, inappropriate varieties and

the like.

One of the departments to fall under the searchlight of research, when shown by the graplic chart to have more valleys than peaks, was the leather goods section, which carried a goodly stock of traveling bags, suit cases and trunks.

North American. 58 57 58 the District of Columbia, constitute "gilt-edge" investments, and they do not depend upon the financial responsibility of individuals or corporations for their stability. We can supply such investments in amounts from \$500 upward. Send for book-let, "Concerning Loans and Investments."

This led me to believe that if

This led me to believe that if the articles would sell under the force of a mark-down, there was " something wrong with the original make-up.

solution.

of the fact.

(Copyright, 1919, but The Wheeler Syndicate, Inc.)

My next article will be on a

scientific study of mark-downs

of the \$18 bags, but when we advertised \$18 bags we did not get a corporal's guard to respond. We followed the dictates of the public the following year and carried a larger line of \$10 to \$18 bags in stock, and the sales were

five times those of the previous We also carried a line of bags and suit cases up to \$75, but the call was so small that we did not spend more than a line mention

This was only one of the many things the graph showed up, and you use them in your store they will show you many things you are not now aware of, and which a little study will find a

and how some factories lost a good account by carelessness.